

Thomas Flood

Senior Sales Executive

mobile 1 (815) 353-3527

email flood.tom@gmail.com

web <https://www.linkedin.com/in/tom-flood-52691a2a/>

Aug. 2011 **Echo Global Logistics**

present Senior Sales Executive

As a Senior Sales Executive, I am responsible for developing new business opportunities and selling our most complex enterprise solutions to mid-large customer segment.

Identified and generated new sales opportunities through analysis and discovery, understanding key decision makers and determining the appropriate approach for each.

Partnered with internal team to create a solution based on customer needs, including appropriate pricing strategy, solution implementation and future customer growth potential.

Participated in face-to-face meetings to present proposals, offer solutions, and close business.

Collaborated with internal account management team through customer implementation.

Reviewed sales activities and prospective customers with management.

Designed and pursued a personal development plan in collaboration with management.

2006 - **University of Iowa**

2010

Bachelor in Entrepreneurial Management

Skills

Communication

Strong communication and interpersonal skills with a keen ability to see the long term strategic vision, while staying abreast of business details and deadlines.

Passion

Recognized for strong business acumen, consistent success, and exceeding goals.

Accolades

#1 rep in training class of 30

2015 Q4 Sales Rep of the Quarter

Interests

Skiing

Hiking

Live music